1992 Outsourcing Information Systems Conference

Ritz-Carlton Hotel, McLean, Virginia
September 17 & 18, 1992

CONFERENCE AGENDA

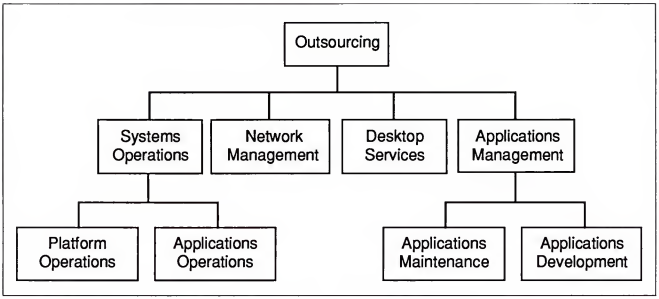
Thursday, September 17, 1992

	8:00 - 8:30	*Registration - Continental Breakfast*
	8:30 - 8:45	Welcome and Conference Introduction
1	8:45 - 9:45	**The 1992-1997 Outsourcing Market** J.P. Richard, Vice President—INPUT
2	9:45 - 10:45	**The Outsourcing Contract Process** Harry Glasspiegel, Partner—Shaw, Pittman, Potts, & Trowbridge
	10:45 - 11:15	*Break*
3	11:15 - 12:15	**Evaluating the Proposal—A Case Study** R. Dennis Wayson, Vice President—INPUT
	12:15 - 1:15	*Lunch*
4	1:15 - 2:15	**Handholding at Transition Time -** Andy Proctor, Director, Application Computer Technology—The Genix Group
5	2:15 - 3:15	**Keeping the Client Happy -** Dean Panagopoulos, Operations Manager—Ziff Information Services
	3:15 - 3:45	*Break*
6	3:45 - 4:45	**Outsourcing's Other Flavors -** Allen Borak, Manager of Computer Operations—Imperial Oil Canada
	4:45 - 5:15	Attendee contribution session
	5:15 - 7:00	*Reception*—Please join us for an opportunity to network with your peers

Friday, September 18, 1992

	8:00 - 8:30	*Continental Breakfast*
7	8:30 - 9:30	**Need for Change in the Outsourcing Market** Robert Hadlow, Manager of Systems—Enron Corporation Curvie Burton, Account Manager of Enron Account—EDS
8	9:30 - 10:30	**Impact of Downsizing on Outsourcing** Peter Cunningham, President—INPUT
	10:30 - 11:00	*Break*
9	11:00 - 11:15	**INPUT Overview—Strategic Planning and Market Analysis Services** - G. Christopher Smith, Vice President—INPUT
10	11:15 - 12:15	**What's New in Outsourcing?—Panel Discussion** Peter Cunningham, President; R. Dennis Wayson, Vice President; J.P. Richard, Vice President—INPUT
	12:15 - 1:15	*Lunch*
	1:15 - 2:15	*Close*

Outsourcing Definitions



Outsourcing - Contracting for all or a major portion of an information system function or process to a vendor on a long-term basis.

Systems Operations - Contracting out, to a vendor, the information systems operations in either of two ways:

- *Platform Systems Operations* - The vendor is responsible for managing the computer systems and their associated networks.
- *Applications Systems Operations* - The vendor is responsible for developing and/or maintaining a client's applications software as well as operating and managing the computer systems and their associated networks.

Network Management - Contracting to a vendor for the operations and management of the computer-related telecommunications network, transmitting data, voice, image, text, local-area and wide-area networks. Voice-only network operations are not part of information systems outsourcing.

Desktop Services - Contracting out to a vendor for the deployment, maintenance, support, and connectivity of the firm's PC/workstation inventory. The service may also include performing the help desk function.

Applications Management - The vendor is responsible for the development and maintenance of all the applications systems a client uses to support a business operation.

- *Applications Development* - Contracting out for the design, development, and long-term maintenance and enhancement of new applications software associated with a business operation.
- *Applications Maintenance* - Contracting out only for the maintenance of the existing applications software associated with a business operation.

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1992 Outsourcing Information Systems Conference

EVALUATION FORM

We ask your help in evaluating the conference. Please complete this brief questionnaire and return it to Barbara Fisher, Conference Coordinator, at the end of the Conference session or leave it on the table outside of the meeting room.

Thank You

Company Name: _____

Your Name (Optional): _____

1. Please evaluate each session/presentation:

	Scale: 1 (Low) to 5 (High)	
September 17 - Thursday	**Presentation**	**Usefulness**
The 1992-1997 Outsourcing Market	____	____
The Outsourcing Contract Process	____	____
Evaluating the Proposal—A Case Study	____	____
Handholding at Transition Time	____	____
Keeping the Client Happy	____	____
Outsourcing's Other Flavors	____	____

Comments on the above sessions

_____

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September 18 - Friday		
Need for Change in the Outsourcing Market	____	____
Impact of Downsizing on Outsourcing	____	____
INPUT Overview—Strategic Planning and Market Analysis Services	____	____
What's New in Outsourcing?—Panel Discussion	____	____

Comments on the above sessions

_____

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...over

2. Please rate the following: Scale 1 (low) to 5 (high):

Overall quality and usefulness of material presented	____
Overall format of conference	____
Responsiveness of INPUT staff	____
Hotel accommodations	____
Conference location	____
Overall conference rating	____

3. In order to provide maximum benefit to your firm, what is your preferred month and location for this conference in 1993?

Preferred month _____

At what location _____
(City/East Coast/West Coast, etc.)

4. What did you like most about the conference?

_____

_____

_____

5. What did you like least about the conference?

_____

_____

_____

6. What conference changes/improvements would you suggest?

_____

_____

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_____

7. What topics would you like covered in future conferences or research reports?

_____

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Thank you for completing this evaluation.

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